

Life Is On

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Schneider
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Energy Savings Performance Contracts

A Myth-busters Presentation

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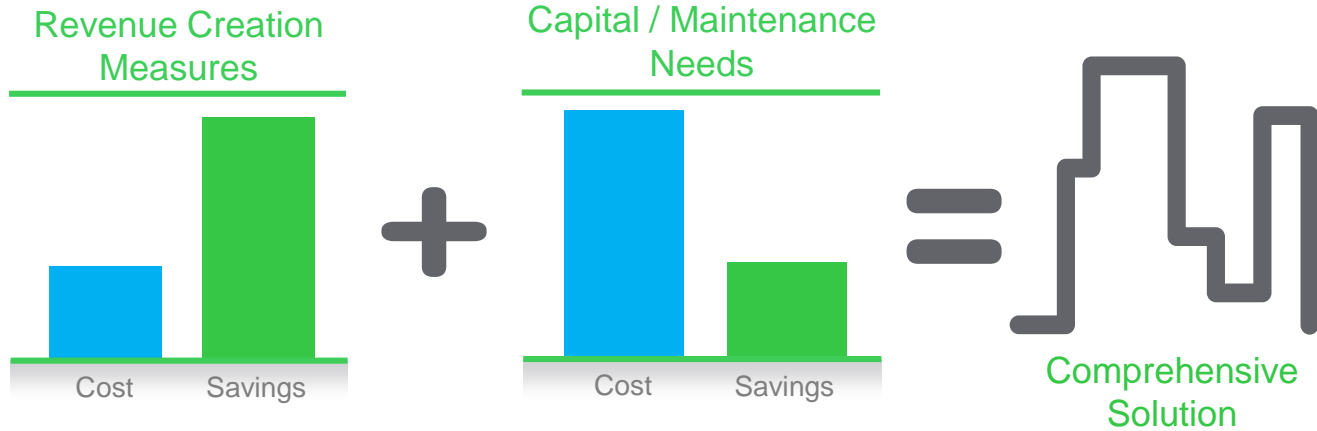
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A Balancing Act



Facilities must
compete with a
growing list of
priorities

Project Development Philosophy



Find cost efficiencies

Resolve comfort & humidity issues

Fund Priority Projects

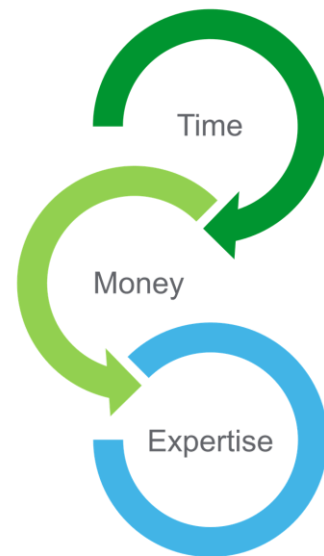
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Myth: Projects could be tackled in house



- Time
 - Individual scope items – procurement, etc.
 - Staff limitations
- Money
 - Life cycle cost vs. low-bid
 - Construction
- Expertise
 - Comprehensive solution
 - 1 partner with vested interest in success
 - Big company technology & innovation



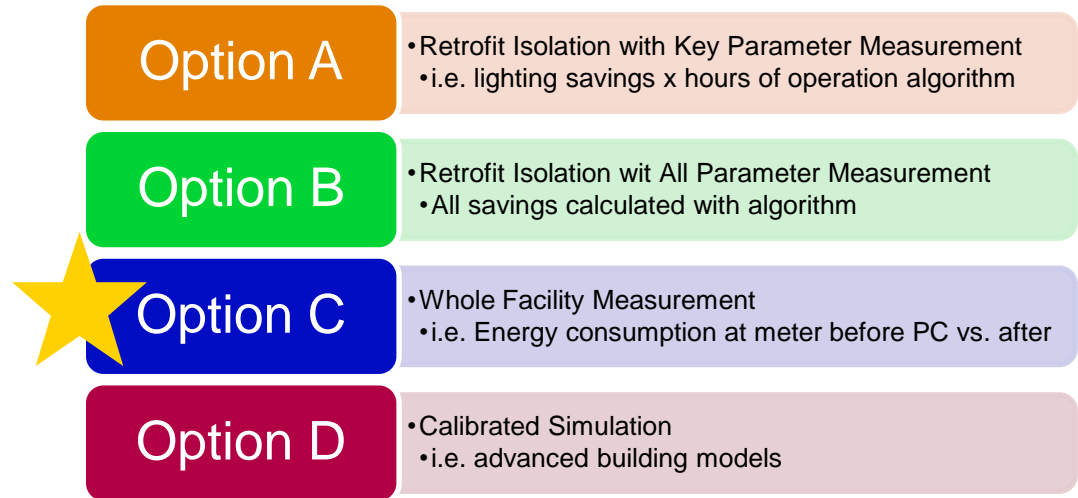
The Value of Getting it All Done



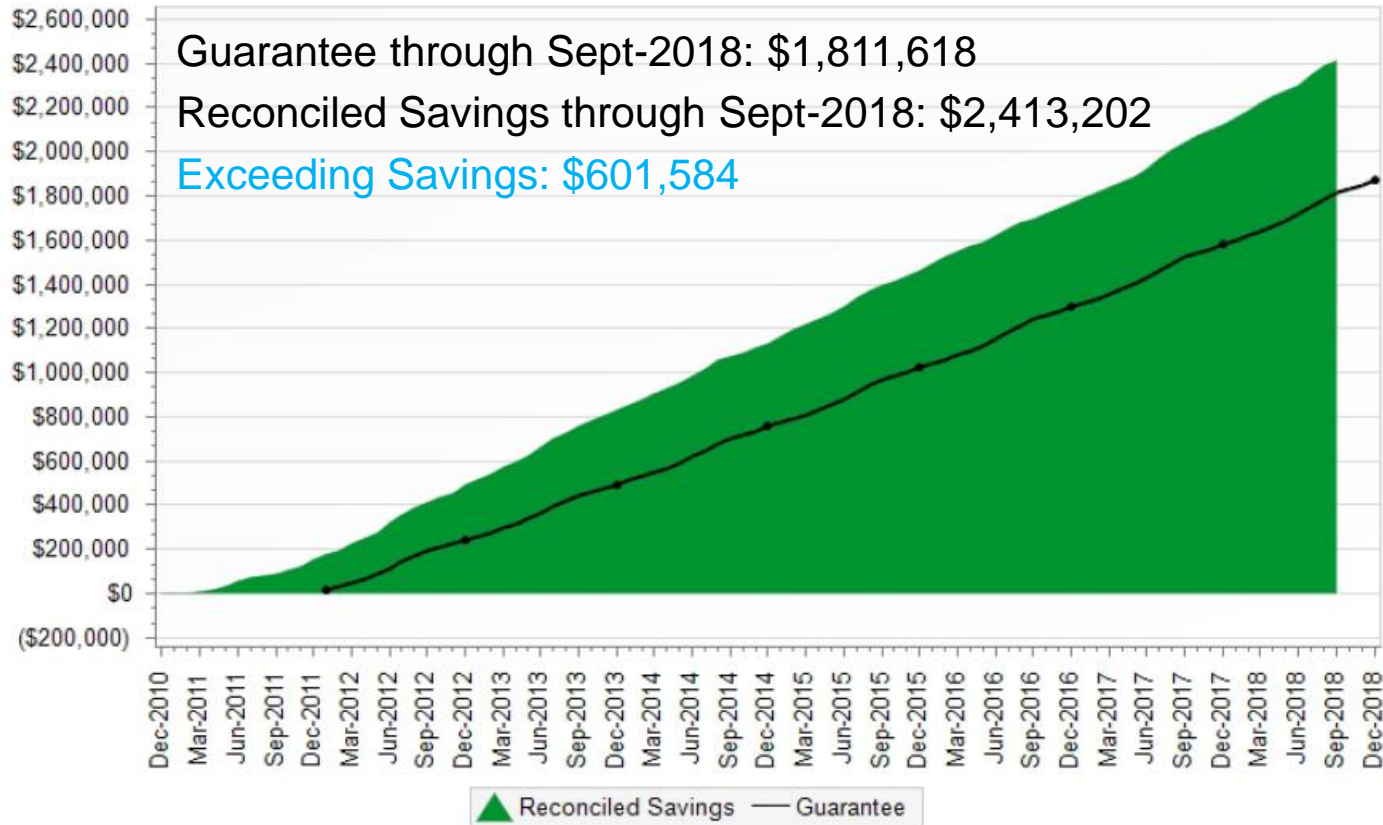
Myth: What savings?

- Savings are not real
- Unclear savings calculations
- Shared savings with the ESCO
- Stipulated savings

International Performance Measurement & Verification Protocol



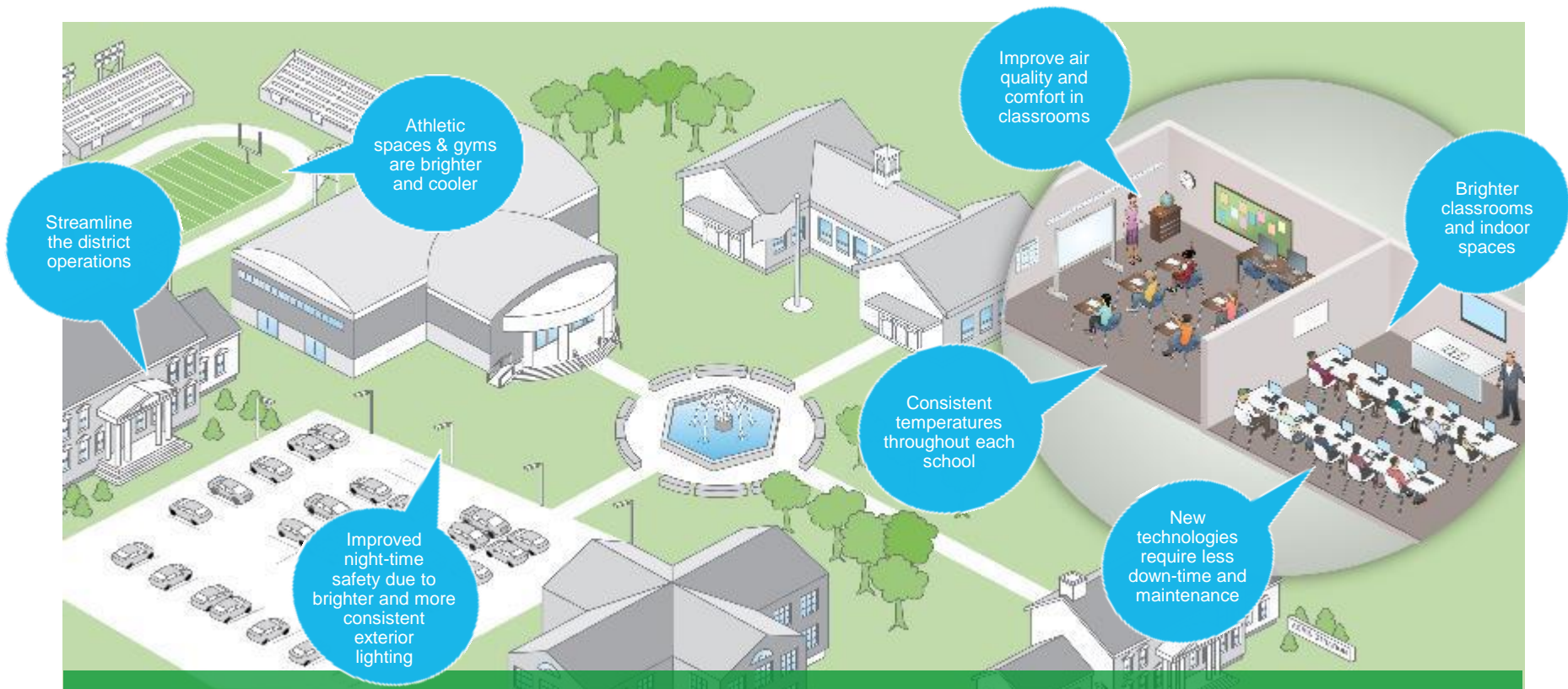
M&V Savings Chart



Myth: Expensive & Complicated Financing Model

- Can be funded however you want!
- Tax Exempt Lease Purchase
 - doesn't count against bonded indebtedness
- In-house financing team
 - Grants // rebates // incentives
- SC Treasurer's Office – Master Lease Program
- SC Energy Office – ConserFund+





Capital recovery and reinvestment opportunities:



Sub metering
and Resource
Advisor



Water
Technologies



Interior / Exterior LED
Lighting and Occupancy
Sensors



Major
HVAC



IT and
BAS



Sustainability
Services



VoIP



Building
envelope

Life Is On



Before



After





Before



After



Before



After

